



STATE OF WASHINGTON
EMPLOYMENT SECURITY DEPARTMENT

PO Box 9046 • Olympia, WA 98507-9046

May 2, 2007

Dear Business Manager/CEO:

As our state continues to face the challenges of helping our businesses grow and prosper, the need for information about Washington industries and the markets they serve is greater than ever. Such information has helped our state's businesses compete more effectively both at home and abroad.

The enclosed survey form asks you to provide information about the local, national, and foreign markets in which you do business. The information you provide will be strictly confidential. The results of this study will only be reported in summary form so as not to disclose any information about individual firms.

The questions ask you to *estimate* the percentages of your purchases and sales within and outside Washington state, in a few general categories. This information is used to update our economic impact report (called the "Input-Output Model"), which is used to guide policies affecting the state's business environment.

This survey is sponsored by the Washington State Office of Financial Management, Employment Security Department, Department of Transportation, Department of Community Trade and Economic Development, Department of Revenue, and the Department of Agriculture.

Your assistance in participating in this survey will help ensure that business and government in Washington continue to have the best information available for the critical decisions that affect our citizens. Please feel free to contact us at the numbers listed below with any questions or comments about this survey. Thank you in advance for your help.

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Sincerely,

Greg Weeks, Director
Labor Market and Economic Analysis Branch

Enclosure

